

# City of San Antonio Bid Tabulation

Opened: June 18, 2004

For: Annual Contract for Radiators, Fuel Tanks, Heater Cores, Coolers & Evaporator Unit Parts & Service

A178-05

MkR

|      |   | Alamo City Radiator   | Lone Star Radiator Co., Inc. | O'Reilly Auto Parts   | Texas Industrial Radiator, Inc. |
|------|---|-----------------------|------------------------------|-----------------------|---------------------------------|
|      |   | 1311 N. Alamo         | 1227 Basse Road              | 233 S. Patterson      | 5314 I/. H. 10 East             |
|      |   | San Antonio, TX 78205 | San Antonio, TX 78212        | Springfield, MO 65802 | San Antonio, TX 78219           |
| Item | Description   |                       |                              |                       |                                 |
| I.   | New Radiator Assemblies for Passenger Cars & Light-Duty Trucks                            |                       |                              |                       |                                 |
| 1    | Percent of discount offered   | 20% Off List Price    | 35%                          | -25%                  | 0%                              |
| 2    | Product identification (Manufacturer)   | Trans Pro Products    | Transpro                     | Transpro              | Transpro (GDI)                  |
| 3    | Type of price schedule (dealer, jobber, etc.)   | Jobber                | Jobber Net Prices            | Jobber Net            | Wholesale                       |
| 4    | Price schedule number   | WO # 1                | 703 A                        | TPR-00                | Not Given                       |
| 5    | Date of price schedule  | 04/12/04              | 07/01/03                     | 02/25/04              | 06/01/04                        |
| 6    | Price schedule column on which discount is based (i.e, distributor, net, wholesale, etc.) | Jobber Net            | Jobber Net                   | Jobber                | Wholesale                       |
| II.  | New Radiator Cores for Passenger Cars & Light Trucks                                      |                       |                              |                       |                                 |
| 1    | Percent of discount offered   | 0%                    | 0%                           | No Bid                | 0%                              |
| 2    | Product identification (Manufacturer)   | Trans Pro Products    | Transpro                     |                       | Transpro (GDI)                  |
| 3    | Type of price schedule (dealer, jobber, etc.)   | Jobber                | Radiator Shop Net Prices     |                       | Wholesale                       |
| 4    | Price schedule number   | 304VTFF               | 304 VTFF                     |                       | Not Given                       |
| 5    | Date of price schedule  | 03/01/04              | 03/01/04                     |                       | 06/01/04                        |
| 6    | Price schedule column on which discount is based (i.e, distributor, net, wholesale, etc.) | 304 RSN               | 304 RSN Price                |                       | Wholesale                       |
| III. | New Heater Assemblies for Passenger Cars & Light-Duty Trucks                              |                       |                              |                       |                                 |
| 1    | Percent of discount offered   | 0%                    | 10%                          | -25%                  | 0%                              |
| 2    | Product identification (Manufacturer)   | Trans Pro Products    | Transpro                     | Transpro              | Transpro (GDI)                  |
| 3    | Type of price schedule (dealer, jobber, etc.)   | Jobber                | Jobber Net Prices            | Jobber                | Wholesale                       |
| 4    | Price schedule number   | 304                   | Sheet No 304                 | TPR-01                | Not Given                       |
| 5    | Date of price schedule  | 03/01/04              | 03/01/04                     | 06/03/04              | 06/01/04                        |
| 6    | Price schedule column on which discount is based (i.e, distributor, net, wholesale, etc.) | Jobber Net            | Jobber Net                   | Jobber                | Wholesale                       |
| IV.  | New Radiator Assemblies for Medium & Heavy Duty Trucks                                    |                       |                              |                       |                                 |
| 1    | Percent of discount offered   | 0%                    | 15%                          | No Bid                | 0%                              |
| 2    | Product identification (Manufacturer)   | Trans Pro Products    | Transpro                     |                       | Transpro (GDI)                  |
| 3    | Type of price schedule (dealer, jobber, etc.)   | Jobber                | Jobber Net Prices            |                       | Wholesale                       |
| 4    | Price schedule number   | 404-CTR               | 304 CTR                      |                       | Not Given                       |
| 5    | Date of price schedule  | 05/17/04              | 03/01/04                     |                       | 06/01/04                        |
| 6    | Price schedule column on which discount is based (i.e, distributor, net, wholesale, etc.) | 04-Jobber Net         | 304 Jobber Net               |                       | Wholesale                       |
| V.   | New Radiator Cores for Medium & Heavy Duty Trucks   |                       |                              |                       |                                 |
| 1    | Percent of discount offered   | 0%                    | 0%                           | No Bid                | 0%                              |
| 2    | Product identification (Manufacturer)   | Trans Pro Products    | Transpro                     |                       | Transpro (GDI)                  |
| 3    | Type of price schedule (dealer, jobber, etc.)   | Jobber                | Radiator Shop Net Prices     |                       | Wholesale                       |
| 4    | Price schedule number   | 304VTFF               | 304 VTFF                     |                       | Not Given                       |
| 5    | Date of price schedule  | 03/01/04              | 03/01/04                     |                       | 06/01/04                        |
| 6    | Price schedule column on which discount is based (i.e, distributor, net, wholesale, etc.) | 304 RSN               | 304 RSN Price                |                       | Wholesale                       |

### City of San Antonio Bid Tabulation

| Opened: June 18, 2004   |   |                       |                              |                       |                                 |
|---|---|-----------------------|------------------------------|-----------------------|---------------------------------|
| For: Annual Contract for Radiators, Fuel Tanks, Heater Cores, Coolers & Evaporator Unit Parts & Service |   |                       |                              |                       |                                 |
| A178-05MkR  |   | Alamo City Radiator   | Lone Star Radiator Co., Inc. | O'Reilly Auto Parts   | Texas Industrial Radiator, Inc. |
|   |   | 1311 N. Alamo         | 1227 Basse Road              | 233 S. Patterson      | 5314 I/. H. 10 East             |
|   |   | San Antonio, TX 78205 | San Antonio, TX 78212        | Springfield, MO 65802 | San Antonio, TX 78219           |
| Item  | Description   |                       |                              |                       |                                 |
| VI.   | New Radiator Cores for Off Road Vehicles  |                       |                              |                       |                                 |
| 1   | Percent of discount offered   | 0%                    | 0%                           | No Bid                | 0%                              |
| 2   | Product identification (Manufacturer)   | Trans Pro Products    | Transpro                     |                       | Transpro (GDI)                  |
| 3   | Type of price schedule (dealer, jobber, etc.)   | Jobber                | Radiator Shop Net Prices     |                       | Wholesale                       |
| 4   | Price schedule number   | 304-VTFF              | 304 VTFF                     |                       | Not Given                       |
| 5   | Date of price schedule  | 03/01/04              | 03/01/04                     |                       | 06/01/04                        |
| 6   | Price schedule column on which discount is based (i.e, distributor, net, wholesale, etc.) | 304 RSN               | 304 RSN Price                |                       | Wholesale                       |
| VII.  | New Charge Air Coolers  |                       |                              |                       |                                 |
| 1   | Percent of discount offered   | 0%                    | 15%                          | No Bid                | 0%                              |
| 2   | Product identification (Manufacturer)   | Trans Pro Products    | Transpro                     |                       | Transpro (GDI)                  |
| 3   | Type of price schedule (dealer, jobber, etc.)   | Jobber                | Jobber Net Prices            |                       | Wholesale                       |
| 4   | Price schedule number   | 304-CAC               | 304 CAC                      |                       | Not Given                       |
| 5   | Date of price schedule  | 03/01/04              | 03/01/04                     |                       | 06/01/04                        |
| 6   | Price schedule column on which discount is based (i.e, distributor, net, wholesale, etc.) | 304 Jobber Net        | 304 Jobber Net               |                       | Wholesale                       |
| VIII.   | Radiator, Heater Cores & Evaporators  |                       |                              |                       |                                 |
| A.  | Passenger Vehicles & Light-Duty Trucks (1/2 to 1 ton, gasoline engines only)              |                       |                              |                       |                                 |
| 1   | Radiator Price Each   | \$48.50               | \$65.00                      | No Bid                | \$52.50                         |
| 2   | Heater Core Price Each  | \$42.50               | \$51.50                      | No Bid                | \$25.00                         |
| 3   | Evaporator Price Each   | \$42.50               | \$51.50                      | No Bid                | \$38.50                         |
| 4   | AC Condensor Price Each   | \$42.50               | \$51.50                      | No Bid                | \$40.50                         |
| B.  | Light-Duty Trucks (3/4 to1 ton, diesel only)  |                       |                              |                       |                                 |
| 1   | Radiator Price Each   | \$89.00               | \$120.00                     | No Bid                | \$62.50                         |
| 2   | Heater Core Price Each  | \$41.50               | \$51.50                      | No Bid                | \$25.00                         |
| 3   | Evaporator Price Each   | \$41.50               | \$51.50                      | No Bid                | \$38.50                         |
| 4   | AC Condensor Price Each   | \$41.50               | \$51.50                      | No Bid                | \$40.50                         |
| C.  | Medium-Duty Trucks (3/4 to 1 ton, diesel only)  |                       |                              |                       |                                 |
| 1   | Radiator Price Each   | \$89.00               | \$435.00                     | No Bid                | \$72.50                         |
| 2   | Heater Core Price Each  | \$41.50               | \$85.50                      | No Bid                | \$25.00                         |
| 3   | Evaporator Price Each   | \$41.50               | \$85.50                      | No Bid                | \$38.50                         |
| 4   | AC Condensor Price Each   | \$41.50               | \$85.50                      | No Bid                | \$40.50                         |
| D.  | Medium-Duty Trucks (24,001 to 33,000 GVWR)  |                       |                              |                       |                                 |
| 1   | Radiator Price Each   | \$148.00              | \$195.00                     | No Bid                | \$89.00 - \$129.00              |
| 2   | Heater Core Price Each  | \$68.50               | \$85.50                      | No Bid                | \$35.00                         |
| 3   | Evaporator Price Each   | \$68.50               | \$85.50                      | No Bid                | \$45.00                         |
| 4   | AC Condensor Price Each   | \$68.50               | \$85.50                      | No Bid                | \$42.50 - \$58.50               |
| E.  | Heavy-Duty Trucks (33,001 and Above GVWR)   |                       |                              |                       |                                 |
| 1   | Radiator Price Each   | \$248.00              | \$595.00                     | No Bid                | \$89.00 - \$129.00              |
| 2   | Heater Core Price Each  | \$86.50               | \$130.00                     | No Bid                | \$35.00                         |
| 3   | Evaporator Price Each   | \$86.50               | \$130.00                     | No Bid                | \$45.00                         |
| 4   | AC Condensor Price Each   | \$86.50               | \$130.00                     | No Bid                | \$42.50 - \$58.50               |

# City of San Antonio Bid Tabulation

Opened: June 18, 2004

For: Annual Contract for Radiators, Fuel Tanks, Heater Cores, Coolers & Evaporator Unit Parts & Service

A178-05

MkR

| Item  | Description   | Alamo City Radiator<br>1311 N. Alamo<br>San Antonio,<br>TX 78205 | Lone Star Radiator Co.,<br>Inc.<br>1227 Basse Road<br>San Antonio,<br>TX 78212 | O'Reilly Auto Parts<br>233 S. Patterson<br>Springfield,<br>MO 65802 | Texas Industrial Radiator, Inc.<br>5314 I/. H. 10 East<br>San Antonio,<br>TX 78219 |
|-------|---|--|--|---|--|
| F.    | Off-Road Machinery (up to 3' x 2' radiator)                             |  |  |   |  |
| 1     | Radiator Price Each   | \$198.00   | \$220.00   | No Bid  | \$129.00 - \$335.00  |
| 2     | Heater Core Price Each  | \$118.50   | \$140.50   | No Bid  | \$35.00 - \$55.00  |
| 3     | Evaporator Price Each   | \$118.50   | \$140.50   | No Bid  | \$45.00 - \$75.00  |
| 4     | AC Condensor Price Each   | \$118.50   | \$140.50   | No Bid  | \$58.50 - \$82.50  |
| G.    | Off-Road Machinery (up to 4' x 4' radiator)                             |  |  |   |  |
| 1     | Radiator Price Each   | \$248.00   | \$525.00   | No Bid  | \$89.00 - \$335.00   |
| 2     | Heater Core Price Each  | \$118.50   | \$140.50   | No Bid  | \$35.00 - \$50.00  |
| 3     | Evaporator Price Each   | \$118.50   | \$140.50   | No Bid  | \$35.00 - \$75.00  |
| 4     | AC Condensor Price Each   | \$118.50   | \$140.50   | No Bid  | \$35.00 - \$75.00  |
| H.    | Off-Road Machinery (up to 6' x 5' radiator)                             |  |  |   |  |
| 1     | Radiator Price Each   | \$403.00   | \$1,200.00   | No Bid  | \$275.00 - \$450.00  |
| 2     | Heater Core Price Each  | \$118.50   | \$140.50   | No Bid  | \$50.00 - \$75.00  |
| 3     | Evaporator Price Each   | \$118.50   | \$140.50   | No Bid  | \$50.00 - \$75.00  |
| 4     | AC Condensor Price Each   | \$118.50   | \$140.50   | No Bid  | \$50.00 - \$75.00  |
| IX.   | Fuel Tanks (clean & repair)   |  |  |   |  |
| A.    | Passenger Cars & Light-Duty Trucks                                      | \$65.00  | \$125.00   | No Bid  | \$60.00 w/o Seal Job   |
| B.    | Medium - & Heavy-Duty Trucks (Up to 30 Gallon Capacity)                 | \$162.00   | \$225.00   | No Bid  | \$75.00 w/o Seal Job   |
| C.    | Medium- & Heavy-Duty Trucks (30 to 50 Gallon Capacity)                  | \$198.50   | \$295.00   | No Bid  | \$89.00 w/o Seal Job   |
| D.    | Deleted   |  |  | No Bid  |  |
| X.    | Transmission External Coolers (clean & repair)                          |  |  |   |  |
| A.    | Passenger Car & Light-Duty Trucks (If tp 1 tpm. Gasoline engine only)   | \$38.50  | \$85.00  | No Bid  | \$25.00  |
| B.    | Light-Duty Trucks (Up to 1 ton, diesel engine only)                     | \$68.50  | \$95.00  | No Bid  | \$25.00  |
| C.    | Medium- & Heavy- Duty Truck Types (Up to 24" x 20")                     | \$158.00   | \$225.00   | No Bid  | \$40.00  |
| XI.   | Hydraulic External Coolers (clean & repair)                             |  |  |   |  |
| A.    | 1' x 2'   | \$95.00  | \$125.00   | No Bid  | \$35.00  |
| B.    | 2' x 2'   | \$162.00   | \$185.00   | No Bid  | \$52.50  |
| C.    | 3' x 4'   | \$298.00   | \$350.00   | No Bid  | \$89.00  |
| D.    | 4' x 4'   | \$445.00   | \$485.00   | No Bid  | \$125.00   |
| XII.  | Charge Air Cooler (clean & repair)                                      |  |  |   |  |
| A.    | Passenger Cars & Light-Duty Trucks ( Up to 1 ton, gasoline engine only) | \$68.50  | \$95.00  | No Bid  | \$45.00  |
| B.    | Light-Duty Trucks (3/4 to 1 ton, diesel only)                           | \$78.50  | \$125.00   | No Bid  | \$52.50  |
| C.    | Medium-Duty Trucks (24,001 to 33,000 GVWR)                              | \$118.50   | \$195.00   | No Bid  | \$68.50  |
| D.    | Heavy-Duty Trucks (33,001 & above GVWR)                                 | \$185.50   | \$225.00   | No Bid  | \$89.00  |
| E.    | Off-Road Machinery  | \$245.00   | \$350.00   | No Bid  | \$150.00   |
| XIII. | Radiators (re-core)   |  |  |   |  |
| A.    | Passenger Cars & Light-Duty Trucks ( Up to 1 ton, gasoline engine only) | \$52.50  | \$99.00  | No Bid  | \$50.00  |
| B.    | Light-Duty Trucks (3/4 to 1 ton, diesel only)                           | \$82.75  | \$110.00   | No Bid  | \$55.00  |
| C.    | Medium-Duty Trucks (24,001 to 33,000 GVWR)                              | \$87.50  | \$145.00   | No Bid  | \$85.00  |
| D.    | Heavy-Duty Trucks (33,001 & above GVWR)                                 | \$107.50   | \$225.00   | No Bid  | \$125.00 - \$240.00  |
| E.    | Off-Road Machinery (Up to 3' x 2' radiator)                             | \$107.50   | \$165.00   | No Bid  | \$75.00 - \$125.00   |
| F.    | Off-Road Machinery (Up to 4' x 4' radiator)                             | \$135.00   | \$195.00   | No Bid  | \$125.00 - \$240.00  |
| G.    | Off-Road Machinery (Up to 6' x 5' radiator)                             |  | \$225.00   | No Bid  | \$75.00 - \$325.00   |

# City of San Antonio Bid Tabulation

|   |  |                           |                              |                       |                                 |
|---|--|---------------------------|------------------------------|-----------------------|---------------------------------|
| Opened: June 18, 2004   |  |                           |                              |                       |                                 |
| For: Annual Contract for Radiators, Fuel Tanks, Heater Cores, Coolers & Evaporator Unit Parts & Service |  |                           |                              |                       |                                 |
| A178-05 MKR   |  | Alamo City Radiator       | Lone Star Radiator Co., Inc. | O'Reilly Auto Parts   | Texas Industrial Radiator, Inc. |
|   |  | 1311 N. Alamo             | 1227 Basse Road              | 233 S. Patterson      | 5314 I/. H. 10 East             |
| Item  | Description  | San Antonio, TX 78205     | San Antonio, TX 78212        | Springfield, MO 65802 | San Antonio, TX 78219           |
| XIV.  | Warranty on Parts  |                           |                              |                       |                                 |
| A.  | New Radiator Assemblies for Passenger Cars and Light-Duty Trucks                 | Lifetime                  | 12 months                    | Limited Lifetime      | Lifetime                        |
| B.  | New Radiator Cores for Passenger Cars and Light-Duty Trucks                      | 12 months                 | 12 months                    | No Bid                | Lifetime                        |
| C.  | New Heater Assemblies for Passenger Cars and Light-Duty Trucks                   | 12 months                 | 12 months                    | Limited Lifetime      | 12 months                       |
| D.  | New Radiator Assemblies for Medium- and Heavy-Duty Trucks                        | 12 months                 | 12 months                    | No Bid                | 12 months                       |
| E.  | New Radiator Cores for Medium- and Heavy-Duty Trucks                             | 12 months                 | 12 months                    | No Bid                | 12 months                       |
| F.  | New Radiator Cores for Off-Road Vehicles   | 12 months                 | 12 months                    | No Bid                | 12 months                       |
| G.  | New Charge Air Coolers   | 12 months                 | 12 months                    | No Bid                | 12 months                       |
| XV.   | Warranty on Service  |                           |                              |                       |                                 |
| A.  | Radiator, Heater Cores, Evaporators & A/C Condensers - Clean, repair, & rod-out) | 3 months                  | 3 months                     | No Bid                | 3 months                        |
| B.  | Fuel Tanks - Clean and repair  | 3 months                  | 3 months                     | No Bid                | 3 months w/ Seal Job            |
| C.  | Transmission External Coolers - Clean and repair                                 | 3 months                  | 3 months                     | No Bid                | 3 months                        |
| D.  | Hydraulic External Coolers - Clean and repair                                    | 3 months                  | 3 months                     | No Bid                | 3 months                        |
| E.  | Charge Air Coolers - Clean and repair  | 3 months                  | 3 months                     | No Bid                | 3 months                        |
| F.  | Radiators - Re-core  | 3 months                  | 3 months                     | No Bid                | 12 months                       |
| XVI.  | Delivery and Service   |                           |                              |                       |                                 |
| A.  | Items Except Fuel Tanks Serviced & Returned                                      | 1 Day                     | 1 Day                        | N/A                   | 1 Day                           |
| B.  | Fuel Tanks Serviced & Returned   | 5 Days                    | 5 Days                       | N/A                   | 5 Days                          |
| C.  | Business days  | Monday through Friday     | Monday through Friday        | Sunday through Monday | Monday through Friday           |
| D.  | Business hours   | 8 AM to 5:30 PM           | 7:30 AM to 6 PM              | 8 AM to 9 PM          | 8 AM to 5 PM                    |
|   |  | 5 days per week           | 5 days per week              | 7 days per week       | 5 days per week                 |
| E.  | Re-stocking orders are placed  | Saturdays 8 AM to 12 Noon | Every Monday                 | Every 7 days          | Every day                       |
|   |  | Every 10 days on Friday   |                              |                       |                                 |
|   | Terms  | Net 30                    | Net 30                       | 2%-10th               | Net 30                          |